



State of Tennessee
DEPARTMENT OF FINANCIAL INSTITUTIONS
COMPLIANCE DIVISION

414 Union Street, Suite 1000, Nashville TN, 37219

Telephone (615) 741-2236 ■ FAX (615) 532-1018 ■ <http://tennessee.gov/tdfi>

MEMORANDUM

TO: Title Pledge Lender Licensees

FROM: Stephen Henley, Director
Compliance Division

SUBJECT: Renewal Application and Financial Report Form as Required by
Tennessee Code Annotated §§ 45-15-106 and 45-15-108

Enclosed, please find the renewal application for your Title Pledge Lender License and a financial report form. Under Tennessee Code Annotated (T.C.A.) § 45-15-106, each license may be renewed upon application by the license holder showing continued compliance with the requirements of the Act and the payment to the Commissioner annually on or before **October 1** a license fee.

IMPORTANT: As long as your application is filed by **Wednesday, October 1, 2008**, you may continue operating until the Commissioner has acted upon it. If, on the other hand, you fail to make application by the October 1st deadline, your current license will expire on October 31. You cannot conduct business after the expiration date until you first obtain a new license pursuant to T.C.A. § 45-15-105. Any business engaged in after expiration of the license may result in the Department initiating an enforcement action against you, which may include the imposition of civil monetary penalties and the refund of any fees collected.

Please review the business name and address shown on the renewal application and, note any changes in the space provided. **Respond to questions 2 – 12** and, if necessary, provide details on a separate sheet. Business locations are presented on separate pages of the application, and to update our records, note any corrections or changes to this information. The renewal application shall include a \$700 renewal fee for **each** location. **If an outstanding examination fee is noted beside a location, you must pay it along with your renewal fee before the Department can act upon the application.** Also, before you file, the application must be signed and notarized.

You must also file along with the application a financial report, prepared by a **certified public accountant**, covering the business activities conducted under the Tennessee Title Pledge Act for the period **January 1, 2007 to December 31, 2007**. The report form includes a balance sheet, income statement and other statistical information, and, once complete, it is to be signed and notarized, as well.

Please mail your application, financial report and renewal fee, including any outstanding examination fees, to the Tennessee Department of Financial Institutions, attention Stephen Henley. If you have any questions regarding the foregoing, please contact our office at (615) 741-3186.



STATE OF TENNESSEE
Department of Financial Institutions
Compliance Division
414 Union Street, Suite 1000
Nashville, Tennessee 37219
615/741-3186

APPLICATION FOR RENEWAL OF TITLE PLEDGE LENDER LICENSE
DEADLINE October 1, 2008

Application is hereby made to renew the license(s) granted pursuant to chapter 440, Public Acts of 2005, to transact business as a Title Pledge Lender.

1. Mailing Address and Telephone Number(s) of Home Office:
Person responsible for matters relating to this renewal application

Name and Title

Company

Street

City

State

Zip Code

()

()

Telephone Number

Fax Number

NOTE CHANGE BELOW

Name and Title

Company

Street

City

State

Zip Code

()

()

Telephone Number

Fax Number

Please answer all questions on this page. If necessary, provide details on a separate sheet. The licensee must also file the annual report with this application by **October 1, 2008**.

2. Provide a current list including the name, social security number, residence and business address, residence and business phone numbers and title of each owner, partner, L.L.C. member, director, corporate officer, five percent (5%) or more shareholder of the licensee. **(Please Attach)**
3. Has the licensee's business structure or ownership changed during the past year?
Yes_____ No_____ If Yes, detail the changes on a separate sheet.
4. Has the licensee filed for bankruptcy or reorganization within the last year?
Yes_____ No_____ If Yes, provide details on a separate sheet.
5. Has the licensee or any partner, L.L.C. member, director, corporate officer, five percent (5%) or more shareholder been associated with a business whose authority to transact business was denied, revoked or suspended by a state or federal regulatory or law enforcement entity during the past year?
Yes_____ No_____ If Yes, please detail on a separate sheet.
6. Has the licensee ever been subject to any federal or state administrative investigation or order, or is any federal or state administrative investigation or order pending?
Yes_____ No_____ If Yes, please detail on a separate sheet.
7. Has the licensee, or any partner, L.L.C. member, director, corporate officer, five percent (5%) or more shareholders been indicted or convicted of a felony in Tennessee or elsewhere?
Yes_____ No_____ If Yes, please provide details on a separate sheet.
8. Is the licensee currently licensed and/or operating as a deferred presentment services business in another state?
Yes_____ No_____ If Yes, please identify the state(s) on a separate sheet.
9. Does the licensee have any contingent liabilities as endorser, guarantor or otherwise?
Yes_____ No_____ If Yes, please provide details on a separate sheet. Include all pending litigation and note any potential settlement amounts that could significantly affect the licensee's financial position.
10. By providing your email address, the Department can send you information quicker and more efficiently.

E-mail address

11. If applicable, **attach** evidence that your entity is active with the Tennessee Secretary of State.

12. SURETY BOND OR LETTER OF CREDIT

Provide a one (1) year surety bond or irrevocable letter of credit for terms of not less than three (3) years in the amount of \$25,000 for each location not to exceed \$200,000 pursuant to Tennessee Code Annotated § 45-15-106 Section 5(d)(3)

Location Listing

Current Information:

Please, note any change below

License Number: _____

Attn: _____

DBA. Name _____

Address: _____

License Number: _____

Attn: _____

DBA. Name _____

Address: _____

License Number: _____

Attn: _____

DBA. Name _____

Address: _____

License Number: _____

Attn: _____

DBA. Name _____

Address: _____

License Number: _____

Attn: _____

DBA. Name _____

Address: _____

License Number: _____

Attn: _____

DBA. Name _____

Address: _____

License Number: _____

Attn: _____

DBA. Name _____

Address: _____

AFFIDAVIT

STATE OF _____

COUNTY OF _____

I, _____, the undersigned being the _____
of the _____, licensee swear (or affirm), that to the best of my
knowledge and belief the statements contained in this report, including the accompanying schedules and
statements (if any) are true and that the same is a true and complete statement in accordance with the law.

Signature

Subscribed and sworn to before me this _____ day of _____, _____.

Notary Public

My commission expires

NOTARY SEAL

**THIS RENEWAL APPLICATION MUST BE ACCOMPANIED BY A RENEWAL FEE OF \$700 FOR
EACH LICENSE. MAKE THE CHECK PAYABLE TO THE TENNESSEE DEPARTMENT OF
FINANCIAL INSTITUTIONS. EACH BUSINESS LOCATION IS PRESENTED ON THE
FOLLOWING PAGE(S). PLEASE REVIEW THE INFORMATION AND, IF APPLICABLE,
MAKE ANY CORRECTIONS IN THE SPACE PROVIDED.**

ANNUAL REPORT

FOR THE PERIOD FROM JANUARY 1, 2007 TO DECEMBER 31, 2007

LICENSEES ENGAGED IN THE BUSINESS OF TITLE PLEDGE LENDING IN THE STATE OF TENNESSEE

READ THE INSTRUCTIONS CAREFULLY BEFORE COMPLETING THIS REPORT

This form must be completed for each licensed office, unless a company or affiliate operates more than one licensed title pledge office in this state, in which case this report should be filed on a composite basis.

REPORTING ENTITY

1 Name of Licensee _____ Licensee Number: _____

Number of Locations in Tennessee _____

2 Business Type:

a) _____ Corporation b) _____ Partnership c) _____ Sole Proprietorship

d) _____ Limited Liability Company e) _____ Other

Prepared Information: Independent Certified Public Accountant

Name or Firm _____

License Number _____ State _____

Address _____

Phone _____ Fax _____

Please list the names and addresses of the officers, directors, partners, limited liability members, or proprietor of this business.

If necessary please use additional pages.

Name _____
Title _____
Address _____

Name _____
Title _____
Address _____

Name _____
Title _____
Address _____

Name _____
Title _____
Address _____

Name _____
Title _____
Address _____

Name _____
Title _____
Address _____

Due Before October 1

REPORTING ENTITY (continued)

3 Names and addresses of all persons owning controlling interest (25% or more) in the title pledge business

Name	_____	Name	_____
Address	_____	Address	_____
	_____		_____
Name	_____	Name	_____
Address	_____	Address	_____
	_____		_____

4 Provide the addresses of all places of business operated by the title pledge lender and describe the nature of the business conducted at each location. If necessary please use additional pages.

Address	_____	Address	_____
	_____		_____
Descriptions	_____	Descriptions	_____
	_____		_____
Address	_____	Address	_____
	_____		_____
Descriptions	_____	Descriptions	_____
	_____		_____

5 Names and addresses of all affiliated entities regulated under the Tennessee Title Pledge Act, doing business in this state. If necessary please use additional pages.

Name	_____	Name	_____
Address	_____	Address	_____
	_____		_____
Name	_____	Name	_____
Address	_____	Address	_____
	_____		_____

6 The interest rate and fee the title pledge lender charges in Tennessee on all title pledge or property pledge agreements as a percentage (%).

Minimum: Interest_____ % Fee_____ % APR_____ %
Maximum: Interest_____ % Fee_____ % APR_____ %

SCHEDULE A
STATEMENT OF INCOME AND EXPENSES
FOR THE PERIOD FROM JANUARY 1, 2007 TO DECEMBER 31, 2007

	<u>Tennessee</u> <u>Title Pledge Business</u> Column 1	<u>Other Business</u> Column 2	<u>Combined</u> Column 3
<u>INCOME</u>			
Column 1:			
1 Fees and Interest Collected and/or Earned	_____	_____	_____
2 Automobile Club Membership Fees Collected and/or Earned	_____	_____	_____
3 Repossession Charges Collected and/or Earned	_____	_____	_____
Column 2:			
4 Other Business Income		_____	_____
5 Total Income	5) _____	_____	_____
<u>EXPENSES</u> (<i>Expenses allocation base on percentage of Income</i>)			
Variable Expenses			
6 Advertising Expenses	_____	_____	_____
7 Bad Debts Expenses	_____	_____	_____
8 Costs associated with repossession and resale of pledged property			
a. Repossession Expenses	_____	_____	_____
b. Storage Expenses	_____	_____	_____
c. Preparation of pledged property for resale	_____	_____	_____
9 Total Variable Expenses (Add: Line 6 through Line 8)	9) _____	_____	_____
General & Administrative Expenses			
10 Total Compensation of Officers, Owners, Partners	_____	_____	_____
11 Total Compensation of Employees	_____	_____	_____
12 Legal and Professional Fees	_____	_____	_____
13 Legal Disbursements	_____	_____	_____
14 Interest Expenses	_____	_____	_____
15 Rent Expenses	_____	_____	_____
16 Utilities Expenses	_____	_____	_____
17 Depreciation Expenses	_____	_____	_____
18 Surety and Fidelity Bond Expenses	_____	_____	_____
19 Insurance Expenses	_____	_____	_____
20 Taxes (State and Local)	_____	_____	_____
21 License Fees	_____	_____	_____
22 General Office Expenses	_____	_____	_____
23 Miscellaneous & Allowance Expenses	_____	_____	_____
24 Total General & Administrative Expenses (Add: Line 10 through Line 23)	24) _____	_____	_____
25 Total Expenses (Add: Line 9 and Line 24)	25) _____	_____	_____
26 Income Before Tax (Subtract: Line 25 from Line 5)	26) _____	_____	_____
27 Income Tax (Federal)	27) _____	_____	_____
28 Net Income After Tax (Subtract: Line 27 from Line 26)	28) _____	_____	_____

Due Before October 1

**SCHEDULE B
BALANCE SHEET
DECEMBER 31, 2007**

ASSETS

Current Assets

1 Cash and Cash Equivalents		_____
2 Securities		_____
3 Accounts Receivable	_____	_____
Less: Allowance for Bad Debt	(_____)	_____
4 Notes Receivable		_____
5 Cash Surrender Value of Life Insurance on Officers, Stockholders, Owners		_____
6 Prepaid Expenses		
a. Prepaid Rent		_____
b. Prepaid Insurance		_____
c. Other Prepaid Expenses		_____
7 Total Current Assets (Add: Line 1 through Line 6)		7) _____

Fixed Assets

8 Furniture, Fixtures & Equipment	_____	
Less: accumulated depreciation (FF&E)	(_____)	_____
9 Buildings	_____	
Less: accumulated depreciation (Building)	(_____)	_____
10 Leasehold Improvements	_____	
Less: accumulated depreciation (Lease)	(_____)	_____
11 Land		_____
12 Total Fixed Assets		12) _____
13 Other Assets (Net)		_____
14 Total Fixed Assets & Other Assets (Add: Line 8 through Line 12)		14) _____
15 Total Current & Fixed Assets (Add: Line 7 and Line 13)		15) _____
16 Total Intangible Assets		_____
Less: accumulated amortization	(_____)	16) _____
17 TOTAL ASSETS (Add: Line 14 and Line 15)		17) _____

(Schedule B continued on next page)

Due Before October 1

**SCHEDULE B
BALANCE SHEET
DECEMBER 31, 2007**

LIABILITIES & NET WORTH

Current Liabilities

18	Accounts Payable	_____	
19	Salaries/Payroll Payable	_____	
20	Rent Payable	_____	
21	Current Tax Liabilities	_____	
	a. Federal Tax	_____	
	b. State Tax	_____	
	c. Local Tax	_____	
	d. Payroll Tax	_____	
	e. Other Tax	_____	
22	Current portion of Long-term debt		
	a. Mortgage Payable	_____	
	b. Interest Payable (Notes)	_____	
	c. Interest Payable (Bonds)	_____	
23	Other Current Liabilities	_____	
24	TOTAL CURRENT LIABILITIES (Add: Line 17 through Line 22)	<u>23)</u>	

Non-Current Liabilities

25	Mortgage Payable	_____	
26	Notes Payable	_____	
27	Bonds Payable	_____	
28	Other Long-Term Liabilities	_____	
29	TOTAL NON-CURRENT LIABILITIES (Add: Line 24 through Line 27)	<u>28)</u>	
30	TOTAL LIABILITIES (Add: Line 23 and Line 28)		<u>29)</u>

NET WORTH

31	Owners Capital	<u>30)</u>	
32	Retained Earnings		
	a. Beginning Retained Earnings (January 1, 2007)	_____	
	b. <u>Add</u> : Net Income or Income After Tax (Also Schedule A, Line 28)	_____	
	c. <u>Less</u> : Distributions	<u>()</u>	
	d. <u>Add</u> : Cumulative effects of change in accounting principle net of income tax	_____	
	e. Ending Retained Earnings (December 31, 2007)	<u>31e)</u>	
33	TOTAL NET WORTH (Add: Line 30 and Line 31e)		<u>32)</u>
34	TOTAL LIABILITIES & NET WORTH (Add: 29 and Line 32)		<u> </u>

Due Before October 1

SCHEDULE C
ANALYSIS OF REGULATED BUSINESS ACTIVITY IN TENNESSEE
FOR THE PERIOD FROM JANUARY 1, 2007 TO DECEMBER 31, 2007

		Tennessee	
		<u>Title Pledge Business</u>	
	<u>Number</u>	<u>Dollar Amount</u>	
	Column 1	Column 2	
1 Agreements outstanding at January 1, 2007		\$	
2 New agreements made since January 1, 2007		\$	
3 Agreements purchased from other lenders since January 1, 2007		\$	
4 TOTAL (Add: Line 1 through Line 3)	4) 	\$	
5 Agreement balances charged-off during calendar year 2007			
(a) Charge-offs		\$	
(b) Deduct: Collections on Accounts Previously Charged-Off	()	(\$)	
Net Agreement Balance Charged-off		\$	
6 Agreement balances sold to other lenders during calendar year 2007		\$	
7 Agreements paid-in full during calendar year 2007		\$	
8 Total (Add: Line 5 through Line 7)	8) 	\$	
9 Agreements outstanding as of December 31, 2007 (Subtract: Line 8 from Line 4)		\$	
10 Of the Agreements outstanding as of December 31, 2007			
a. were renewed 0 time during 2007 in the amount of		\$	
b. were renewed 1 time during 2007 in the amount of		\$	
c. were renewed 2 times during 2007 in the amount of		\$	
d. were renewed 3 times during 2007 in the amount of		\$	
e. were renewed 4 times during 2007 in the amount of		\$	
f. were renewed 5 times during 2007 in the amount of		\$	
g. were renewed 6 times during 2007 in the amount of		\$	
h. were renewed 7 times during 2007 in the amount of		\$	
i. were renewed 8 times during 2007 in the amount of		\$	
j. were renewed 9 times during 2007 in the amount of		\$	
k. were renewed 10 times or more during 2007 in the amount of		\$	
 Total		\$	
Number (must agree with item 9, columns 1 & 2)		Dollar Amount	

Due Before October 1

SCHEDULE C
(continued)

Other Transactional Data

11 Number of defaults in 2006	_____	\$ _____
12 Number of vehicles repossessed / Total repossession costs	_____	\$ _____
13 Number of repossessed vehicle sales resulting in a surplus / Amount of surplus returned to the pledgor	_____	\$ _____
14 Distribution of new title pledge agreements		
	<u>Number</u>	
(a) \$250 or less	_____	
(b) \$251 to \$500	_____	
(c) \$501 to \$750	_____	
(d) \$751 to \$1,000	_____	
(e) \$1,001 to \$1,250	_____	
(f) \$1,251 to \$1,500	_____	
(g) \$1,501 to \$1,750	_____	
(h) \$1,751 to \$2,000	_____	
(i) \$2,001 to \$2,250	_____	
(j) \$2,251 to \$2,500	_____	
TOTAL (must agree with Item 2, Column 1)	_____	
15 Number of pledgors (customers) as of December 31, 2006	_____	
16 Number of pledgors (customers) that deferred a principal reduction payment during calendar year 2006	_____	
17 Average number of principal reduction payments deferred during calendar year 2006	_____	

Due Before October 1

Affidavit

STATE OF _____

COUNTY OF _____

I, _____ the undersigned being
the _____ of the _____,
licensee swear (or affirm), that to the best of my knowledge and belief the statements contained in this
report, including the accompanying schedules and statements (if any) are true and that the same is a
true and complete statement in accordance with the law.

Subscribed and sworn to before me this _____ day of _____ A. D. _____

My commission expires _____

Notary Public

My commission expires

NOTARY SEAL

Due Before October 1

INSTRUCTIONS FOR FINANCIAL STATEMENTS AND ANALYSIS

SCHEDULE A

STATEMENT OF INCOME AND EXPENSES

The purpose of this schedule is to show all income produced and expenses incurred in Tennessee by the reporting entity during the period covered by the report.

INCOME:

Column 1: (Title Pledge)

- (1) Title Pledge Fees and Interest Fees Collected including collection on accounts previously written off from prior year and/or earned - This account must report total title pledge fees and interest charged and/or earned in Tennessee pursuant to Tennessee Code Annotated § 45-15-111(a). If the reporting entity's books are kept on a cash basis, this item will show the actual charges collected. If on an accrual basis, this item will show the charges earned.
- (2) Automobile Club Membership Fees Collected and/or Earned - This account must report total automobile club membership fees charged and/or earned in Tennessee pursuant to Tennessee Code Annotated § 45-15-115(11) as defined in § 55-18-101. If the reporting entity's books are kept on a cash basis, this item will show the actual charges collected. If on an accrual basis, this item will show the charges earned.
- (3) Repossession Charges Collected and/or Earned - This account must report total repossession charges collected and/or earned pursuant to Tennessee Code Annotated § 45-15-111(b). If the reporting entity's books are kept on a cash basis, this item will show the actual charges collected. If on an accrual basis, this item will show the charges earned.
- (5) Total Income - Add line 1 through line 3

Column 2: (Other lines of business on reporting entity.)

- (4) Other Business - This account must report total income collected and/or earned from other lines of business. If the reporting entity's books are kept on a cash basis, this item will show the actual charges collected. If on an accrual basis, this item will show the charges earned.
- (5) Total Income – Line 4

EXPENSES: Unless specifically associated with a particular line of business, expenses may be pro-rated. This report is designed to capture all expenses relating to Tennessee operations.

Variable Expenses:

- (6) Advertising - This account must show the amount incurred during the year for promoting the business of the reporting entity. Show only the amount for purchases of advertising supplies or outside services.
- (7) Bad Debts - This account must show the reporting entity's bad debts actually written off or accrued during the year.
- (8) Costs associated with the repossession and resale of pledged property:
 - a. Repossession Expenses – Expenses incurred to locate and retrieve pledged property.
 - b. Storage – Costs to store repossessed pledged property.

- c. Preparation of pledged property for resale - Property must be sold in a commercially reasonable manner. Preparation expenses may include new battery, cleaning, tire replacement, etc.

(9) Total Variable Expenses - Add line 6 through line 8

General & Administrative Expenses:

- (10) Total Compensation of Officers, Owners, and Partners – This account must report all compensation, including but not limited to salaries, bonuses, wages, dividends, pensions and/or withdrawals. For licensees having locations in multiple states, this item may be prorated. If so, please attach an explanation as to how this amount was determined for Tennessee.
- (11) Employee Salaries and Wages Expenses – This item must include all employee salaries, bonuses, wages, and pensions paid during the year.
- (12) Legal and Professional Fees – This account must report legal, accounting, and other professional fees.
- (13) Legal Disbursements – This account must report all legal settlements, including any other expenses associated with litigation or lawsuits.
- (14) Interest Expenses - This item includes all interest paid on borrowed funds.
- (15) Rent Expenses - Rental expenses for office space or building.
- (16) Utilities Expenses – Natural gas, electricity, water, etc.
- (17) Depreciation Expenses - This account must show the amount of depreciation expense for fixed assets, including furniture, fixtures and buildings.
- (18) Surety and Fidelity Bond Expenses - This account must show the amount expended by the reporting entity during the year for bonding requirements.
- (19) Insurance Expenses - Property insurance, liability insurance and other business related insurance expenses.
- (20) State and Local Taxes – The entry must report all business related state and local taxes. This line item should not include federal income tax.
- (21) License Fees – This line item under column 1 should include license fees for title pledge lending. All other licensing fees should be reported under column 2.
- (22) General Office Expenses – Must include printing, office supplies, facsimiles, telephone, internet, janitorial, and other general office expenses.
- (23) Miscellaneous & Allowance Expenses – Other business expenses not reported above.
- (24) Total General & Administrative Expenses – Add line 10 through line 23
- (25) Total Expenses – Add line 9 and line 24
- (26) Income Before Tax- Subtract line 25 from line 5
- (27) Income Taxes – This item must show the amount of federal income taxes.
- (28) Net Income After Tax – Subtract line 27 from line 26

SCHEDULE B

BALANCE SHEET OF THE REPORTING ENTITY

ASSETS:

Current Assets:

- (1) Cash and Cash Equivalents – This account must include all business cash on hand, cash deposits in bank, i.e., checking accounts, savings accounts, certificates of deposits and cash maintained in other institutions, i.e., credit unions, savings & loan, etc.
- (2) Securities – This account must report the amount of investments in securities.
- (3) Accounts Receivable – This account must reflect the balance due from customers.
Less: Allowance for bad debt
- (4) Notes Receivable – Self Explanatory
- (5) Life Insurance Cash Surrender Value on Officers, Stockholders, Business Owners – This account must report the cash surrender value of life insurance policies carried by the reporting entity.
- (6) Prepaid Expenses – This account must show the payment of expenses in advance.
 - a. Prepaid Rent
 - b. Prepaid Insurance
 - c. Other Prepaid Expenses – Please identify on the dotted space other prepaid expenses.
- (7) Total Current Assets – Add line 1 through line 6

Fixed Assets:

- (8) Furniture, Fixtures Equipment – This account must report the cost of tangible assets, such as furniture, computers, office equipment, signs and other fixtures less accumulated depreciation used in the business by the reporting entity.
- (9) Buildings – This account must show the cost of the building(s) less accumulated depreciation owned by the reporting entity.
- (10) Leasehold Improvements – This account must show the cost of improvements to leased property, such as buildings, walkways, landscaping, etc., less accumulated depreciation.
- (11) Land – This account must show the value of the land owned by the reporting entity.
- (12) Other Assets (Net) – If Applicable, please identify any other assets less depreciation on the dotted space.
- (13) Total Fixed & Other Assets – Add line 8 through line 12
- (14) Total Current & Fixed Assets – Add line 7 and line 13
- (15) Total Intangible Assets – Total intangible assets less accumulated amortization
- (16) Total Assets – Add line 14 and line 15

LIABILITIES:

Current Liabilities:

- (17) Accounts Payable – This account must report the balance due to creditors on current accounts.
- (18) Salaries/Payroll Payable – This account must report the amount of wages, salaries or other compensation due to employee(s) of the reporting entity.
- (19) Rent Payable – This account must report the rent or lease payments due in the current year.
- (20) Current Tax Liabilities – This account must report the amount of all federal, state, local, payroll, and any other taxes due in the current year.
- (21) Current Portion of Long-Term Debt – This account must report the current maturities, payable in less than 12 months, on long-term liabilities.
- (22) Other Current Liabilities – Please identify other current liabilities on dotted space.
- (23) Total Current Liabilities – Add line 17 through line 22

Non-Current Liabilities:

- (24) Mortgage Payable – This account must report the amount of long-term obligations, payable in 12 months or more.
- (25) Notes Payable – This account must report the amount of long-term obligations, payable in 12 months or more.
- (26) Bonds Payable – This account must report the amount of long-term obligations, payable in 12 months or more.
- (27) Other Long-Term Liabilities – This account must include other long-term liabilities, such as deferred taxes and other obligations that will not be paid out of current assets. Also, please identify any other long-term liabilities on the dotted space.
- (28) Total Non-Current Liabilities – Add line 24 and line 27
- (29) Total Liabilities – Add line 23 and line 28

NET WORTH:

- (30) Owners Capital – This account must report the amount of capital of the corporation, limited liability company, partnership or proprietorship. If a corporation, this account must also report the total number of common and preferred shares issued and outstanding, as well as the total par value.
- (31) Retained Earnings – This account must show the reporting entity's accumulated earnings retained by the entity.
- (32) Total Net Worth – Add line 30 and line 31e
- (33) Total Liabilities and Net Worth – Add line 29 and line 32

SCHEDULE C

ANALYSIS OF REGULATED BUSINESS ACTIVITY IN TENNESSEE

- (1) Agreements Outstanding as of January 1, 2007 – This item must report the total number of agreements on hand as of January 1, 2007, as well as the total dollar amount of the agreements. A title pledge agreement is a thirty-day contract that may provide for automatic thirty-day renewals. For purposes of this report, renewals do not count as separate agreements, but rather make up one agreement as extensions of the initial thirty-day contract.
- (2) New Agreements Made Since January 1, 2007 – This item must show the total number of new agreements after January 1, 2007, as well as the total dollar amount of all agreements originated by the reporting entity during the year.
- (3) Agreements Purchased from Other Lenders Since January 1, 2007 – This item must show the total number of agreements acquired from other entities since January 1, 2007, as well as the total dollar amount of the agreements.
- (4) Total – Add line 1 through line 3
- (5) Title Pledge Agreement Balances Charged-Off During Calendar Year 2007 – This item must report the total number and total dollar amount of all agreements charged or written-off since January 1, 2007.
 - a. Charge-Offs - This line must show the charge-off expense for reporting entities using a direct charge-off method.
 - b. Deduct - Collections on agreements previously charged-off. This account must report total fees collected since January 1, 2007, which were previously written off as bad debt.
- (6) Agreement Balances Sold to Other Lenders During Calendar Year 2007 – This item must show the number of agreements sold since January 1, 2007, as well as the total dollar amount of the agreements.
- (7) Agreements Paid-in Full – This item must show total collections from agreements paid-in full.
- (8) Total – Add line 5 through line 7
- (9) Agreements Outstanding as of December 31, 2007 – Subtract line 8 from line 4
- (10) Breakdown of Title Pledge Agreements Outstanding - Report the total number of agreements, as well as the total dollar amount outstanding as of December 31, 2007 in each category.
- (11) Number of Defaults – Total number of customer defaults during calendar year 2007.
- (12) Number of Vehicles Repossessed / Total Repossession Costs – This item must show the total number of vehicles repossessed for the period January 1, 2007 through December 31, 2007, as well as the total dollar amount of repossession costs collected pursuant to Tennessee Code Annotated § 45-15-111(b).
- (13) Number of Repossessed Vehicle Sales Resulting in a Surplus / Amount of Surplus Returned to Pledgor - This item must show the total number of vehicles repossessed for the period January 1, 2007 through December 31, 2007, whose sale resulted in a surplus as well as the total dollar amount of surplus returned to the pledgor pursuant to Tennessee Code Ann. § 45-15-114(b)(2).
- (14) Distribution of New Title Pledge Agreements – Report the total number of agreements entered into during the year in each category. As noted in (1) renewals do not count as separate agreements.
- (15) – (17) Please provide as requested